

**FIG. 1**

18						
20		22	24	26	28	
30	Opportunities/Leads BV = 1	Stage 1 SV = 10	Stage 2 SV = 10	Stage 3 SV = 10	Stage 4 SV = 10	Stage 5 SV = 10
	Pipeline Stage Value	Pipeline Stage Value	Pipeline Stage Value	Pipeline Stage Value	Pipeline Stage Value	(Total) Pipeline Stage Value
	Lead #1 (Company A)				40	40
	Lead #2 (Company B)				50	50
	Lead #3 (Company C)	10				10
	Lead #4 (Company D)	10				10
	Lead #5 (Company E)		20			20
	Lead #6 (Company F)			30		30
	Lead #7 (Company G)				50	50
	Lead #8 (Company H)				40	40
	Lead #9 (Company I)	10				10
	Lead #10 (Company J)	10				10
(Total) Pipeline Stage Value		40	20	30	80	100
						270
						Pipeline Value
						31

**FIG. 2**

	34	32	36	20	22	24	26	28	40
			Stage 1 SV = 10	Stage 2 SV = 10	Stage 3 SV = 10	Stage 4 SV = 10	Stage 5 SV = 10		
	Opportunities/Leads BV = 1	Pipeline Stage Value	Pipeline Stage Value	Pipeline Stage Value	Pipeline Stage Value	Pipeline Stage Value	Pipeline Stage Value	(Total) Pipeline Stage Value	
	Lead #1 (Company A)				40			40	
	Lead #2 (Company B)			30				30	
	Lead #3 (Company C)	10						10	
42	Lead #4 (Company D)		20					20	
	Lead #5 (Company E)		20					20	
	Lead #6 (Company F)			30				30	
	Lead #7 (Company G)	10						10	
	Value	20	40	60	40	0		160	
38									

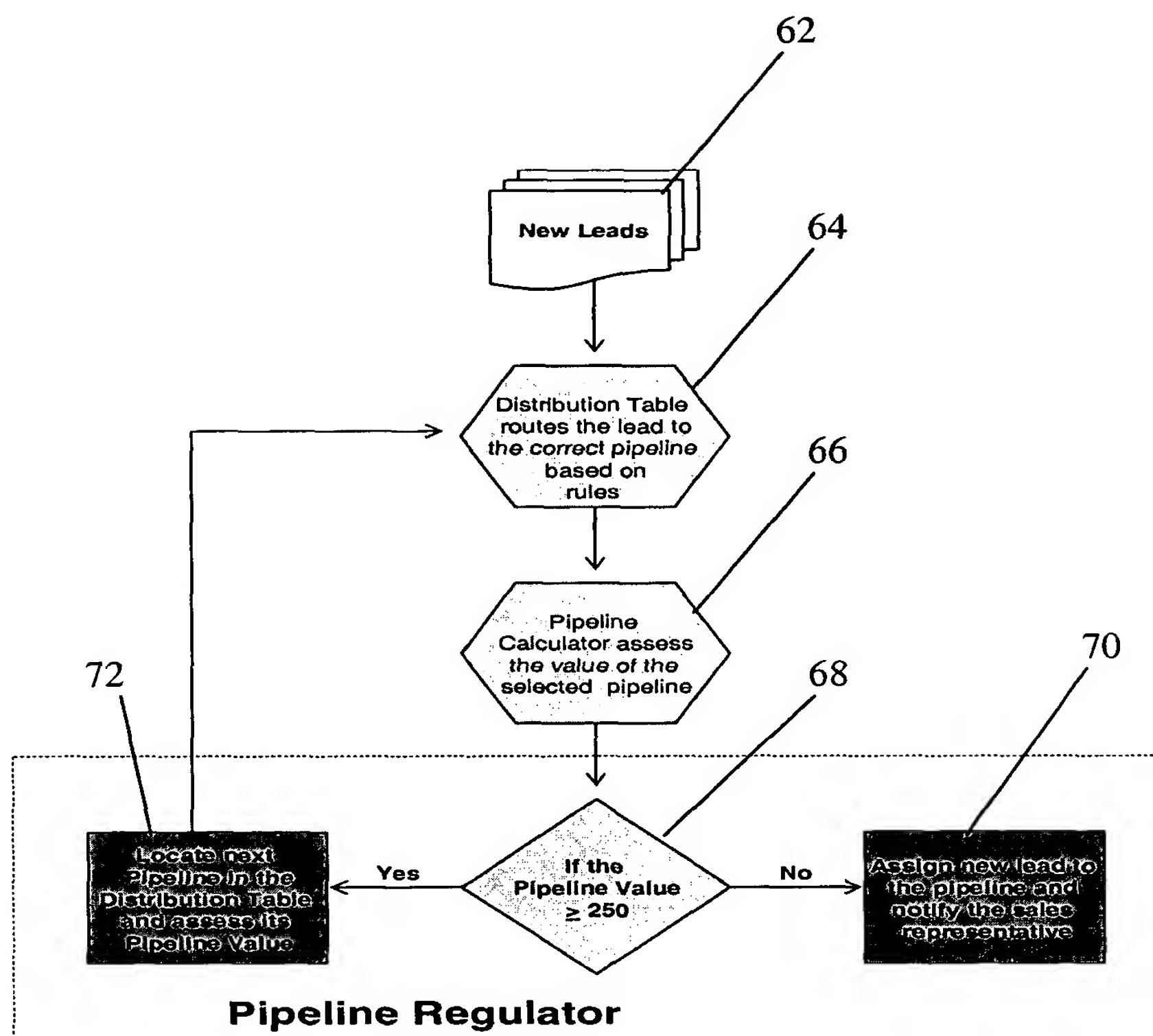
Pipeline Value

FIG. 3

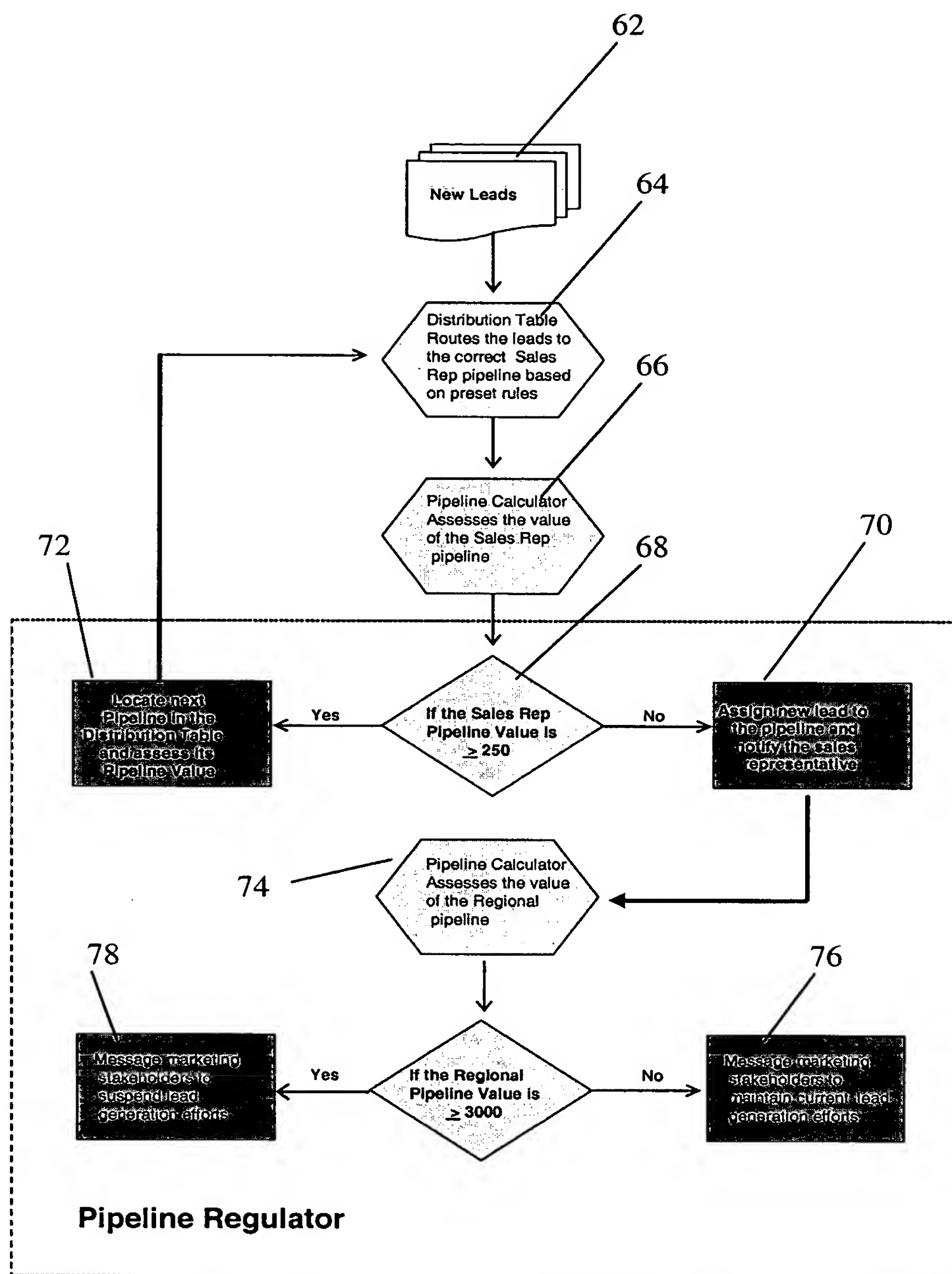
		44	48	50	52	54	56	58
			Stage 1 SV = 10	Stage 2 SV = 10	Stage 3 SV = 10	Stage 4 SV = 10	Stage 5 SV = 10	
	Pipelines/Sales Reps BV = 1	Pipeline Stage Value	Pipeline Stage Value	Pipeline Stage Value	Pipeline Stage Value	Pipeline Stage Value	Pipeline Stage Value	(Total) Pipeline Stage Value
	Pipeline #1 (Sales Rep A)	40	20	30	80	100		270
	Pipeline #2 (Sales Rep B)	20	40	60	40	0		160
46	Pipeline #3 (Sales Rep C)	30	20	90	40	50		230
	Pipeline #4 (Sales Rep D)	60	0	0	80	100		240
	Pipeline #5 (Sales Rep E)	10	20	60	40	0		130
	Pipeline #6 (Sales Rep F)	30	60	30	40	50		210
45	Pipeline #7 (Sales Rep G)	0	0	60	0	100		160
	Pipeline #8 (Sales Rep H)	60	20	30	0	0		110
	Pipeline #9 (Sales Rep I)	30	0	0	120	100		250
	Pipeline #10 (Sales Rep J)	30	40	60	80	100		310
	Value	20	40	60	40	0		2070

Pipeline Value 60

FIG. 4



**FIG. 5**



**FIG. 6**

80

**PIPELINE CALCULATOR**

Assign Calculator Name  84

Assign Lead Base Value  86

Number of Pipeline Stages  88

Apply Close Percentage  90

Representatives & Pipelines

Chip Kiel	Theresa Beck	Bob Myers	Dave Olson
Amy Dillon	Debbie Tierse	Joe Maranville	Aron Blayton
Allison Dimola	Bob Lou	Pam Tucker	Mark Williams
Barry Weaver	Doug Delisa	Paul Vidovich	

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**PIPELINE REGULATOR**

94 Rule #1

96 Rule #2

98 Rule #3

100 Rule #4

102 Rule #5

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**FIG. 7**

